

Message Text

CONFIDENTIAL

PAGE 01 MOSCOW 05856 200722Z

16

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 DODE-00 NSAE-00 RSC-01 TRSE-00

AEC-11 CIAE-00 DRC-01 L-03 INR-10 LAB-06 PA-04 SIL-01

USIA-15 PRS-01 SS-20 NSC-07 /117 W

----- 130329

P R 191705Z APR 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC PRIORITY

SECSTATE WASHDC 8071

C O N F I D E N T I A L MOSCOW 5856

COMMERCE FOR BOWDEN/BEWT

E.O. 11652: GDS

TAGS: BEXP UR

SUBJ: SALES PROSPECTS AT STANKI

REF: A) LONDON 4066; B) MOSCOW 5704

1 BEGIN UNCLASSIFIED AGREEMENTS ALREADY CONSUMMATED AT STANKI COB APRIL 19 ESTIMATED AT DOLS 4,753,000. THIS THIS REPRESENTS REPORTS FROM APPROXIMATELY 80 PERCENT OF PARTICIPATING FIRMS. NEGOTIATIONS BETWEEN REMAINING 20 PERCENT OF PARTICIPANTS, AS WELL AS MANY OF FIRMS WHICH HAVE ALREADY CONCLUDED AGREEMENTS, WILL CONTINUE OVER NEXT FOUR-FIVE DAYS. STANKI COMMERCIAL CENTER WILL REMAIN IN OPERATION OVER WEEKEND AND AT LEAST THROUGH APRIL 24. DIFFICULT AT THIS POINT TO ESTIMATE VALUE OF DEALS WHICH WILL BE CONCLUDED OVER NEXT FEW DAYS, BUT ESTIMATE OF ADDITIONAL DOLS ONE MILLION DOES NOT APPEAR OUT OF LINE. IN SURVEY OF MOST OF EXHIBITORS, ESTIMATE FOR BUSINESS WITH USSR OVER NEXT TWELVE MONTHS AMOUNTS TO APPROXIMATELY DOLS 87 MILLION. THIS FIGURE WILL BE FURTHER REFINED AS REMAINING FIRMS REPORT ON PROSPECTS.

2. EXHIBITION WAS BRILLIANTLY SUCCESSFUL BY ANY STANDARD.

CONFIDENTIAL

CONFIDENTIAL

PAGE 02 MOSCOW 05856 200722Z

SUPPLY OF 75,000 TICKETS EXHAUSTED EARLY IN FIRST WEEK. AND

ALTHOUGH NEED TO USE RECYCLED TICKETS AFTER SECOND DAY PRECLUDES DEFINITIVE COUNT OF VISITORS, 250,000 REPRESENTS CONSERVATIVE ESTIMATE OF TOTAL. PRESS OF CROWD BOTH WEEKS OCCASIONALLY REQUIRED 30-45 MINUTE HALT IN FLOW TO PERMIT MOVEMENT OF CROWDS. SOVIET FAIR AUTHORITIES CLAIM VISITORS EVEN MORE NUMEROUS THAN FOR MUCH LARGER FRG INDUSTRIAL MACHINERY EXHIBIT TWO YEARS AGO.

3. IN ADDITION TO PARTICIPANTS IN OPENING CEREMONIES, DISTINGUISHED SOVIET VISITORS INCLUDED DEPUTY PRESIDUM CHAIRMEN ARKHIPOV, NOVIKOV AND DYMSHITS, DEPUTY PRESIDUM CHAIRMAN AND SCIENCE/TECHNOLOGY COMMITTEE (SCST) CHAIRMAN KIRILLIN ACCOMPANIED BY FIRST DEPUTY SCST CHAIRMAN ZHIMERIN, ACTING FON TRADE MIN SEMICHESTNOV, DEP FON TRADE MIN SMEL'YAKOV, MINISTERS ANTONOV OF ELECTRICAL INDUSTRIES DOYENIN OF MACHINE BUILDING FOR LIGHT INDUSTRY, MINISTER OF GENERAL MACHINE BUILDING AFANAS' YEV., MINISTER MACHINE TOOL INSTRUMENT INDUSTRY KOSTOUSOV, MINISTER CONSTRUCTION, ROAD AND MUNICIPAL MACHINE BUILDING NOVOSELOV AND HOST OF DEPUTY MINISTERS.

4. FOREIGN VISITORS TO STANKI INCLUDED DEPUTY BULGARIAN PRIME MINISTER ILIYEV WITH DELEGATION, ROMANIAN MINISTER OF MACHINE BUILDING WITH ROMANINA AMBASSADOR AND DELEGATION, PLUS LARGE NUMBERS OF SPECIALISTS FOR GDR, POLAND, CZECHOSLOVAKIA AND HUNGARY. NMTBA REPS, WHO FAMILIAR WITH NEGOTIATIONS FOR MACHINE TOOL SALES IN EASTERN EUROPE, WERE EXTREMELY PLEASED WITH HIGH LEVEL OF EASTERN EUROPEAN VISITORS AND VERY OPTIMISTIC ON SALES PROSPECTS IN THOSE COUNTRIES, PARTIALLY AS RESULT OF EXPOSURE AT STANKI.

5. GENERAL RUN OF VISITORS (PRINCIPALLY YOUNG MEN EXCEPTING SUNDAY APRIL 14 WHEN FAMILIES MUCH IN EVIDENCE) APPEARED KNOWLEDGEABLE ABOUT MACHINE TOOLS IN GENERAL. EXHIBITORS EXPRESSED ENTIRE SATISFACTION WITH INTEREST AS WELL AS TECHNICAL SOPHISTICATION OF ATTENDEES AND HAVE UNANIMOUSLY GIVEN HIGH PRAISE TO STANKI DIRECTOR HAMMOND AND MEMBERS HIS MOSCOW STAFF, CITING PARTICULARLY: PRELIMINARY PREPARATIONS, UNDERSTANDING OF REQUIREMENTS AND RESPONSIVENESS TO SPECIFIC AS WELL AS GENERAL REQUESTS.

CONFIDENTIAL

CONFIDENTIAL

PAGE 03 MOSCOW 05856 200722Z

6. REAL ACCOMPLISHMENTS OF SHOW DIFFICULT TO MEASURE EVEN FROM STANDPOINT OF ANY INDIVIDUAL EXHIBITOR BECAUSE ALL HAVE RECEIVED MORE INQUIRIES THAN TIME HAS PERMITTED EVALUATING.
END UNCLASSIFIED

7. BEGIN CONFIDENTIAL. EXCEPTIONALLY POSITIVE IMPACT OF SHOW WILL BE GREATLY DIMINISHED IF EXPORT CONTROL PROCEDURES

FOR SOVIET PURCHASES ARE NOT COMPLETED WITH MAXIMUM SPEED.
IN VIEW OF SECRETARY'S CONVERSATIONS IN MOSCOW WE CANNOT OVER
EMPHASIZE IMPORTANCE THIS MOST SENSITIVE ASPECT OF SALES
WHICH WILL DETERMINE SUCCESS OR FAILURE OF EXHIBITION AS
WHOLE (SEE ALSO REF B). EXCEPTING LICENSING PROCEDURE
DELAYS, EXHIBITORS AND NMTBA ENTHUSIASTIC ABOUT COMMERCE
SUPPORT AND ASSISTANCE.END CONFIDENTIAL. STOESSEL

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MOSCOW05856
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740092-1003
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740429/aaaaazwf.tel
Line Count: 122
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: A) LONDON 4066; B) MOSCOW 5704
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 05 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 JUN 2002 by boyleja>; APPROVED <26 MAR 2003 by GolinoFR>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SALES PROSPECTS AT STANKI
TAGS: BEXP, UR
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005